

# **EXHIBIT 27**

LinkedIn search results for "Patent Research - Clients include 91 of the AMLaw 100 & 89 of the Jurist top 100 law firms". The results are filtered by location (Austin, TX) and company (Google). The first result, Linda Guckian, is circled in red.

**Filter only People by**

**Connections**

- 1st
- 2nd
- 3rd+

**Connections of**

+ Add a connection

**Locations**

- United States
- California, United States
- San Francisco Bay Area
- Austin, Texas Metropolitan Area
- Austin, TX
- + Add a location

**Current company**

- Google
- SADA
- Google via Adecco
- Vaco
- Google via Artech Information Systems
- + Add a company

**Past company**

- Google
- Rackspace Technology
- Dell Technologies
- Oracle
- IBM
- + Add a company

**School**

- The University of Texas at Austin
- Texas State University
- The University of Texas at Austin - Red McCombs School of Business
- Texas A&M University
- University of Florida
- + Add a school

**Industry**

- Internet
- Information Technology & Services
- Computer Software
- Staffing & Recruiting
- Marketing & Advertising
- + Add an industry

**Profile language**

- English
- Portuguese
- Spanish

**Open to**

- Pro bono consulting and volunteering
- Joining a nonprofit board

**Service categories**

- Interaction Design
- User Experience Design (UED)
- Photography
- Web Design
- Design
- + Add a service

**Keywords**

First name \_\_\_\_\_ Last name \_\_\_\_\_  
Title \_\_\_\_\_ Company \_\_\_\_\_

Google Cloud \_\_\_\_\_

**Are these results helpful?**  
Your feedback helps us improve search results

1 2 3 4 5 6 7 8 ... 21

**LinkedIn Footer**

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Will Diaz Field Alliance Lead - Google Cloud at 2nd Watch

### AWS, GCP & AZURE CERTIFIED Professional & Managed Services



**Will Diaz** · 2nd  
Field Alliance Lead - Google Cloud at 2nd Watch  
Greater Houston · [Contact info](#)

500+ connections  
1 mutual connection: Cody Radley

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**Highlights**

Reach out to Will for...  
Joining a nonprofit board.  
[Message](#)

**About**

I strive to help clients gain greater value and maximize their return on investment in the technology that supports their business. My target market includes Enterprises to mid-sized companies in various industries including: consumer goods, manufacturing, financial services, Oil and Gas, SLED and healthcare.

[... see more](#)

**Activity**  
4,463 followers

 What's the first step in implementing cloud computing in your organization?...  
Will shared this  
1 Reaction

 90% of organizations that fail to control public cloud use will inappropriate...  
Will shared this  
5 Reactions

 Covering the 5th and final strategy in our series on maximizing your cloud...  
Will shared this  
6 Reactions

 Although businesses continue to migrate to the cloud, a lack of a well...  
Will shared this  
6 Reactions

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**Experience**

 **Field Alliance Lead - Google Cloud**  
2nd Watch · Full-time  
Aug 2020 – Present · 11 mos  
Houston, Texas, United States

 **2nd Watch Managed Cloud Services**

 **Cloud Sales Executive**  
Google · Full-time  
Jun 2017 – Jun 2020 · 3 yrs 1 mo  
Austin, Texas Area

The Google Cloud Platform team helps customers transform and evolve their business through the use of Google's global network, web-scale data centers and software infrastructure. As part of an entrepreneurial team in this rapidly growing business, you will help shape the future of businesses of all sizes use technology to connect with customers, employees and partners ...see more

 **Cloud Sales Executive | CNG**  
Cisco Meraki  
Jan 2017 – Jun 2017 · 6 mos  
San Francisco Bay Area

Founded by MIT grad students in 2006, and acquired by Cisco Systems in 2012, Cisco Meraki has grown to become an industry leader in cloud managed IT, connecting businesses around the world. Today, we continue our relentless pursuit of innovation, as we build new products on the Meraki platform, and expand sales into new markets.

 **Enterprise Sales Executive - Softlayer**  
IBM  
May 2015 – Nov 2016 · 1 yr 7 mos  
Houston, Texas Area

SoftLayer, an IBM Company, provides cloud infrastructure as a service from a growing number of data centers and network points of presence around the world. Our customers range from Web start-ups to global enterprises.

[...see more](#)

 **Cloud Sales Executive**  
Rackspace  
Jun 2014 – May 2015 · 1 yr  
San Antonio, Texas Area

Rackspace® Hosting (NYSE: RAX) is the managed cloud company, delivering open technologies and powering hundreds of thousands of customers worldwide. Rackspace provides its renowned Fanatical Support® across a broad portfolio of IT products, including Public Cloud, Private Cloud, Hybrid Hosting and Dedicated Hosting. The company offers choice, flexibility and free ...see more

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**Education**